

September 8, 1988

TO: Senator

FROM: Dale

RE: Speech to the National Automobile Dealers Association

There will be 500 people attending NADA's Washington Conference. The attendees include presidents, vice presidents and executives of State and City Dealer Associations; NADA Board of Directors and the national leadership of NADA's Dealer Election Action Committee. These people represent more than 25,000 family-owned new car and new truck dealerships that employ more than 865,000 people.

They would like you to provide an outlook of the coming elections. There will be time for discussion and Q&A.

BUDGET TALKING POINTS

o CONGRESS IS TRULY IN AN ENVIABLE POSITION THIS YEAR, BECAUSE FOR THE FIRST TIME IN MANY, MANY YEARS EACH CHAMBER HAS PASSED ALL THE REGULAR APPROPRIATIONS BILLS. AND NOW, ALL OF THEM ARE IN CONFERENCE.

o THAT MEANS THAT THERE IS NO REASON WHY WE CANNOT BEGIN THE NEW FISCAL YEAR, ON OCTOBER 1, WITH ALL THE REGULAR APPROPRIATIONS BILLS SIGNED INTO LAW. IN OTHER WORDS, WITHOUT THE CLIFFHANGER, WILL THE GOVERNMENT BE SHUT DOWN, WILL THE SOCIAL SECURITY CHECKS BE MAILED, OR NAVY SHIPS STOPPED IN MID-SEA.

o I SAID THERE IS NO REASON FOR THIS FISCAL BRINKSMANSHIP -- BUT KNOWING CONGRESS THAT DOESN'T MEAN IT WON'T HAPPEN. THERE ARE BOUND TO BE SOME CONTENTIOUS ISSUES THAT WILL HOLD UP AT LEAST A COUPLE OF THE APPROPRIATIONS BILLS -- SPECIFICALLY DEFENSE AND PERHAPS THE LABOR, HHS FUNDING BILLS.

- 2 -

o CONGRESS DID AS WELL AS IT DID ON THE BUDGET FRONT THIS YEAR BECAUSE OF THE BUDGET SUMMIT AGREEMENT WHICH WAS REACHED FOLLOWING "BLACK MONDAY" LAST OCTOBER. THE PARAMETERS OF FEDERAL SPENDING WERE PRETTY CAREFULLY DRAWN -- SO CONGRESS HAD VERY LITTLE FLEXIBILITY.

o NEXT YEAR IS ANOTHER STORY. I CERTAINLY HOPE THAT WE HAVE A BUSH ADMINISTRATION, WHICH WILL STICK BY THE COMMITMENT TO CONTINUE TO REDUCE FEDERAL SPENDING, TO ENACT A BALANCED BUDGET AND LINE ITEM VETO AMENDMENT, AND NOT TO RAISE TAXES. IF THERE IS A DUKAKIS ADMINISTRATION, WELL, THEY DON'T CALL IT "TAXACHUSETTS" FOR NOTHING. HOLD ON TO YOUR WALLETS.

September 8, 1988

TALKING POINTS ON VERTICAL PRICING BILL (S. 430)

- o S.430 amends the Sherman Act by lowering the standard of proof needed to bring a vertical price fixing case before a judge. This is very controversial. I understand that NADA is one of the groups opposing the bill because of this portion of the legislation.
- o It also reaffirms that vertical price fixing is per se illegal under the antitrust laws. Since the per se rule is merely a recodification of current law, it is relatively noncontroversial with everyone except, perhaps, the Administration.
- o The bill will overturn the principle point of the Monsanto Supreme Court case. Under current law, a plaintiff must show concerted action on the part of the defendants. The Court interpreted this to mean that there must be "something more than evidence of complaints by other dealers" to show concerted action to fix prices.
- o S. 430 would change the evidentiary standard to provide that a complaint letter from one customer to the supplier would be enough to bring the case to the trier of fact.
- o The Administration objects to S.430 primarily because it unnecessarily changes the burden of proof in such antitrust cases.
- o Senator Byrd has reaffirmed that he wants to bring up S. 430 again this year. However, I would not expect the bill to get any less controversial as we get closer to the end of the session.

September 8, 1988

BYRD WISH LIST:

Textile Bill
U.S. Canada Free Trade
Minimum Wage
Parental Leave
Contra Aid
Hatch Act
Drug Bill
Tax Technical Corrections

LIKELY ADDITIONAL ITEMS

S. 430, Vertical Pricing
South Africa Sanctions
Clean Air
Child Care (Dodd)
Continuing Resolution
Agent Orange Compensation
Conference Reports
o Welfare
o Appropriations bills



Speak

*Sept 8, 1988
Thurs 9:10*

James
National Automobile Dealers Association

8-100 WESTPARK DRIVE • MCLEAN, VIRGINIA 22102

JIMMY C. PAYTON, President

June 6, 1988

to Dole & Mitchell \$ 3,000

The Honorable Robert Dole
U.S. Senate
141 Hart Building
2nd & C Streets, N.E.
Washington, D.C. 20510

*O.K.
9:30 Speak Sen. Dole only*

Dear Senator Dole:

On behalf of the National Automobile Dealers Association, it is my pleasure to invite you to address our annual Washington Conference on Thursday, September 8, 1988 at 9:10 a.m. We have also invited Senator George Mitchell (D-Maine) to speak during the same time frame, 9:10 a.m. to 9:50 a.m.

mittell not doing

separate times

As a two-speaker team, your political outlooks would provide our conference delegates with valuable insights into the upcoming presidential election and the ramifications of the results. After both presentations, time will be allotted for further discussion and questions from the audience.

and cover the budget

Senator Dole, I know how you regretted being unable to join us last year, and I hope that you will accept this invitation to address NADA's Washington Conference. You have been a long-time friend of the automobile dealer, and I know our delegates would appreciate hearing from you.

Please review the attached Washington Conference Information Sheet. Feel free to call Anna Arnone or me at (703) 821-7228 to help coordinate arrangements or answer any questions you or your staff might have about the conference or NADA. I look forward to hearing from you soon.

*my Morgan
547-5500
547-5500*

26 advised Jay Morgan Sen. would do.

Sincerely,

Jimmy C. Payton

cc: Jim Clark
NADA Director, Kansas

Sherry Drybread
Kansas Motor Car Dealers Association

6-17 Antoinette letter



Sept. 7
Fri

National Automobile Dealers Association

8400 Westpark Drive, McLean, VA 22102 (AC 703) 821-7000

September 2, 1988

The Honorable Robert Dole
United States Senate
c/o Ms. Betty Meyer
141 Hart Building
2nd and C Streets, N. E.
Washington, D. C. 20510

Dear Betty:

Thank you for your help in coordinating Senator Dole's presentation to the delegates of the 1988 NADA Washington Convention. Please find enclosed a complete conference agenda for your information.

I have summarized the major points of our discussion below. Please do not hesitate to contact me if you have any questions.

DATE: Friday, September 9, 1988
TIME: 9:30 am - 9:50 am
PLACE: Hyatt Regency Crystal City
Arlington, Virginia
Regency E-F, Second Concourse
FOCUS: The Budget
Transportation: None Required
NADA GREETER: Front door of Hyatt
Mr. Jim Clark, NADA Director
Jim Clark Motors, Inc.
Lawrence Auto Plaza
P. O. Box 510
Lawrence, Kansas 66044
HONORARIUM: \$3,000.00

Once again, thank you for your help.

Sincerely,

Anna Marie Arnone, Director
Management Education

AMA:cph
Enclosure

WASHINGTON CONFERENCE AGENDA

Thursday, September 8, 1988

- 7 a.m. - 5 p.m. Washington Conference Registration
Regency Foyer, Second Concourse
- 7:30 a.m. Delegates' Breakfast
Regency A-D, Second Concourse
- 8 a.m. Call to Order
Frank McCarthy, NADA Executive Vice President
- Opening Remarks
Jimmy C. Payton, NADA President
- Political Outlook**
John Sears, Republican Strategist
Robert Squier, Democratic Strategist
- Questions & Answers
- 9:15 a.m. Break
- 9:30 a.m. **GENERAL SESSION**
Regency E-F & Center, Second Concourse
- ISSUE - Clean Air Act**
Congressman Billy Tauzin (D-LA)
- Questions and Answers

Washington Conference Agenda

Thursday, September 8, 1988

Page 2

DEAC Message

Bill Hancock, DEAC Chairman

10:15 a.m.

Break

10:30 a.m.

ISSUE - Taxes

Senator David Boren (D-OK)

Questions & Answers

ISSUE - Mandated Benefits

Senator Orrin Hatch (R-UT)

Questions & Answers

NADA Issues Panel

C.M. "Bud" Brooks, Chairman, Govt. Relations Committee

Frank McCarthy, Executive Vice President

Tom Greene, Executive Director, Legislative Affairs Group

Bill Newman, Chief Counsel

12:30 p.m.

Shuttle begins leaving for Capitol Hill every 15 minutes

Lobby Suite Entrance

12:30 p.m.

Reception/Buffer Lunch

Regency A-D, Second Concourse

6 p.m.

Reception

Regency A-D, Second Concourse

WASHINGTON CONFERENCE AGENDA

Friday, September 9, 1988

- 7 a.m. - noon Washington Conference Registration
Regency Foyer, Second Concourse
- 7:30 a.m. Delegates' Breakfast (Co-sponsored by DEAC)
Regency A-D, Second Concourse
- 8 a.m. Call to Order
Jimmy C. Payton, NADA President
- Speaker
Senator Phil Gramm (R-TX)
- 8:30 a.m. Break
- 8:45 a.m. **GENERAL SESSION**
Regency E-F & Center, Second Concourse
- Call to Order
Ron Tonkin, NADA First Vice President
- ISSUE - The Economy**
*Morton Marcus, Director, Indiana Business Research Center,
Indiana University School of Business*
- Questions & Answers
- ISSUE - The Budget**
Senator Robert Dole (R-KS)
- Questions & Answers

Friday, September 9, 1988

Page 2

ISSUE - The Environment

Lee Thomas, Administrator, EPA

Questions & Answers

10:25 a.m.

Break

10:40 a.m.

ISSUE - Trade

Senator Robert Packwood (R-OR)

Questions & Answers

Freedom of Mobility Award Presentation

*Recipient: Keith Crain, Publisher and Editorial Director,
Automotive News Magazine*

ISSUE - Insights into the 101st Congress

Senator Alan Simpson (R-WY)

Questions & Answers

Closing Remarks

Jimmy C. Payton, NADA President

12:15 p.m.

Reception/Buffer Luncheon

Regency A-D, Second Concourse

September 8, 1988

TO: SENATOR DOLE
FROM: BETTINA JOIST
SUBJECT: Photo with Kansas Motor Car Dealers

The following Kansans will meet you at your 9:30 AM event at the Hyatt Regency/ Crystal City. A photo has been scheduled.

KANSAS MOTOR CAR DEALERS ASSOCIATION

Jim Clark
NADA Director
Jim Clark Motors
Lawrence Auto Plaza
Lawrence, KS 66044

Bill Lopp/ Phyllis
Association President
Lopp Motors, Inc.
305 North Second
Dodge City, KS 67901

Don Kline/ Virginia
Association President-elect
Kline Motors
1721 Main, Box 737
Winfield, KS 67156

Bob Parrish/ Polly
DEAC State Chairperson
The Parrish Motor Company
1410 Williams
P.O. Box 67
Great Bend, KS 67530